



March 12, 2010

Dear Members of the Fauquier County Board of Supervisors:

Beights Corporation respectfully submits this Letter of Interest requesting support from the Fauquier County Board of Supervisors as I seek Foreign Trade Zone status from the U.S. Department of Commerce. I am very interested in pursuing this designation for both my 17/66 Business Park off I-66 in Marshall and my Mill Run Business Park along Lee Highway in New Baltimore.

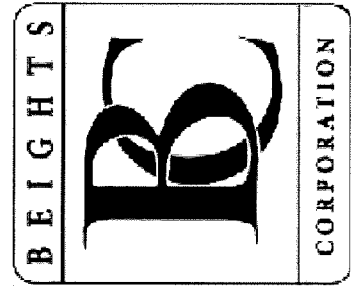
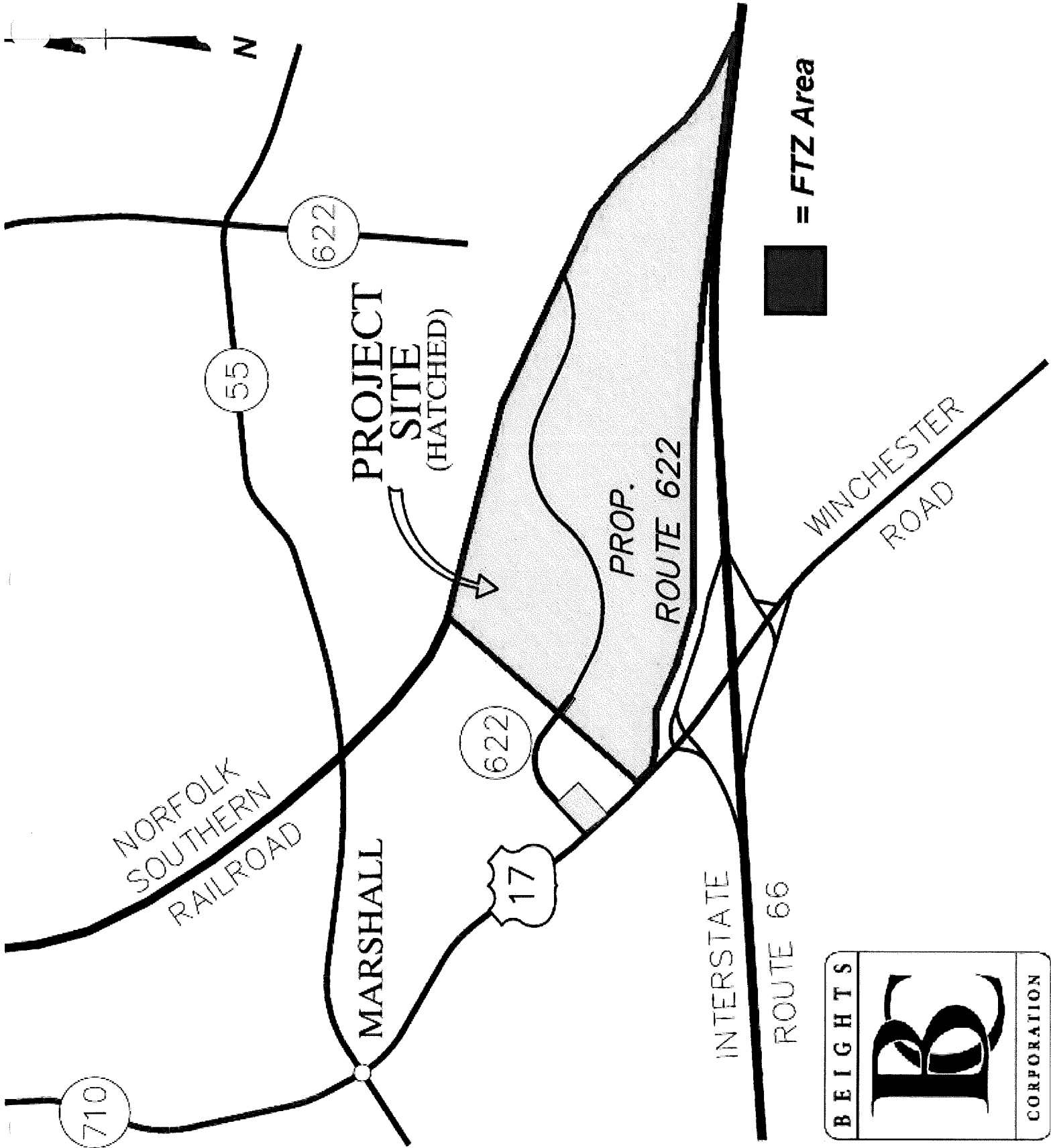
It is my intent to attract legitimate international business opportunities to the community. Your support for letters to be submitted to the Grantee of FTZ #137, Washington Dulles International Airport, is of keen interest to the future of our project and the economic health of Fauquier County.

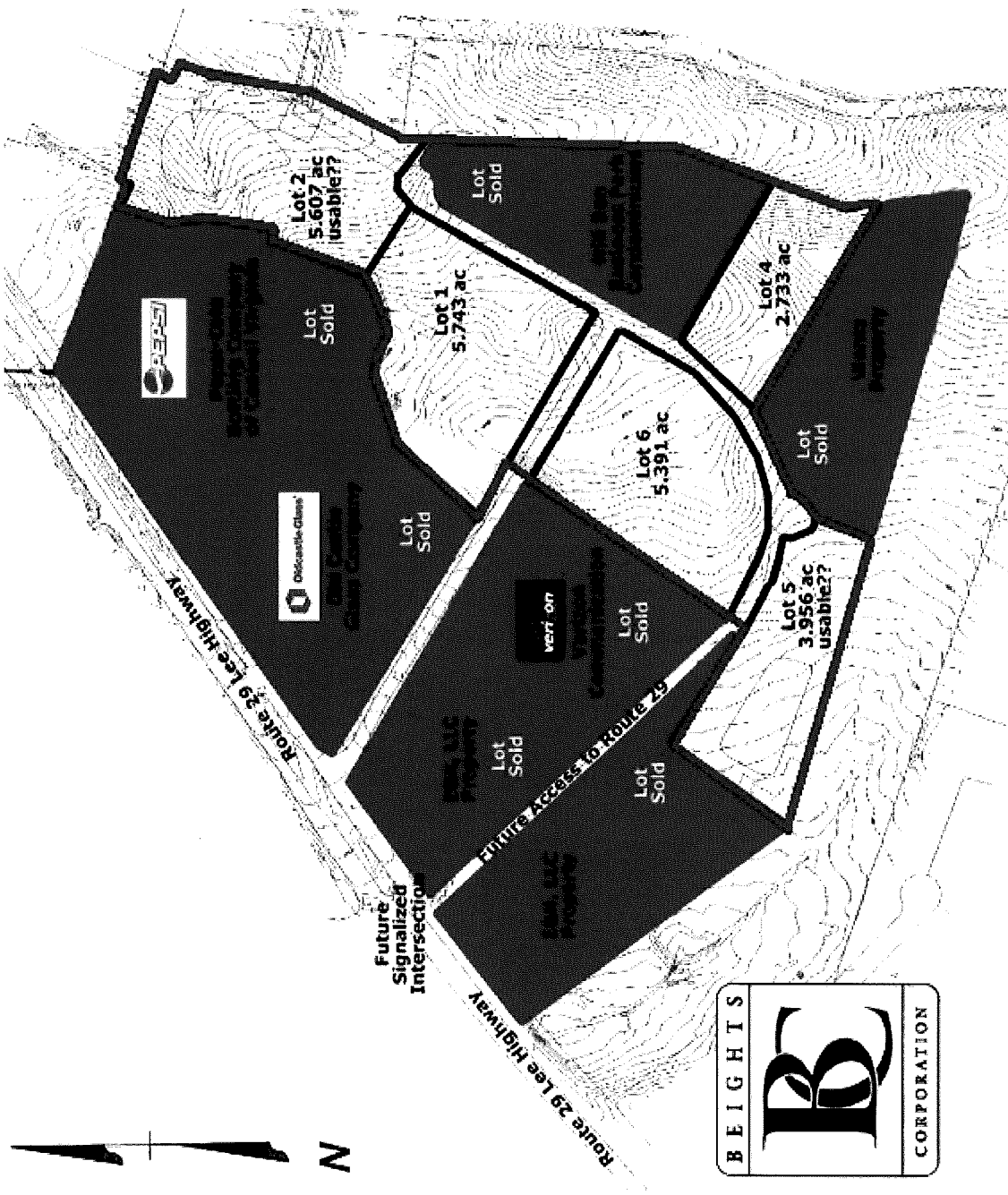
Sincerely,

A handwritten signature in black ink, appearing to read "Justin Beights", with a long, sweeping flourish extending to the right.

Justin Beights
President
Beights Corporation

800 East Jefferson Street, Charlottesville, Virginia 22902
434.245.0100 (voice); 434.245.0300 (fax)





 = FTZ Area

ZONE NO. 137

Zone No. 137, Washington Dulles International Airport, Virginia

Grantee: Washington Dulles Foreign-Trade Zone, Inc. **Operator:**
IN 44701 Propeller Court **A**

Washington Dulles Int'l. Airport
Dulles, Virginia 20166

Ms. Anita Kayser
Washington Airport's Task Force
(703) 572-8714
(703) 572-8418 (FAX)
anita@washingtonairports.com

Victory Logistics
110 Terminal Drive
Sterling, Virginia 22304

Mr. Steve Henegar
9900 Fallard Court
Upper Marlboro, Maryland 20772
(301) 719-1001
(301) 856-6532 (FAX)
henegar@victoryvan.com

General Purpose Zone: Six sites totaling 786.66 acres within and adjacent to the Washington Dulles International Airport complex, containing several buildings for air cargo activity and Winchester-Frederick County region of Virginia. (Application, 51 F.R. 5571, 02/14/86; established zone (Board Order No. 350, 04/17/87) 52 F.R. 13489, 04/23/87). Administrative Action A(27f)-12-94. (Expansion Application, 62 F.R. 28445, 05/23/97; expansion approved (Board Order No. 1029, 03/12/99) 64 F.R. 14213, 03/24/99). GRANT RESTRICTION - Monitoring. (Expansion Application, 64 F.R. 51291, 09/22/99; expansion approved (Board Order 1152, 04/05/01) 66 F.R. 19424, 04/16/01). Administrative Action A(27f)-57-2006.

Administrative Action A(27f)-57-2006 approved a minor boundary modification deleting 16 acres from the western portion of current Site 4 and adding a 14-acre site located at 402 McGhee Road, Winchester, Virginia, within the Stonewall Industrial Park.

- Site 1: 243 acres Within the Washington Dulles International Airport complex.
- Site 2: 2 buildings totaling 153,125 square feet located at 110 Terminal Drive, Sterling, Virginia.
- Site 3: 141.66 acres located near the intersection of Routes 606 and 621, Loudoun County.
- Site 4: 183 acres, consisting of 6 parcels within the 330-acre Fort Collier Industrial Park, U.S. Route 11, Winchester and 14 acres located at 402 McGhee Road, Winchester operated by Great American Trading Company.
- Site 5: 64 acres contiguous to the Winchester Regional Airport consisting of three industrial parks.
 - Parcel 1A: 5-acre Pegasus Business Center, Airport Road, Winchester.
 - Parcel 1B: 49 acres within the 219-acre Airport Business Center, Airport Road, Winchester.
 - Parcel 2: 10-acre AeroCentre Business park, east of U.S. Highway 522 South, Winchester.
- Site 6: 155 acres, 6 parcels within the 236-acre Wrights Run complex, U.S. Route 522 and new Route 624, Winchester consisting of two industrial parks. Parcels 1-4 and 6 consist of 71 acres located within the Jouan Global Center. Parcel 5 consists of 84 acres within the Wrights Run Industrial Park.

Withdrawn Expansion Application filed 10/14/99 to expand the general-purpose zone to include an additional site. Proposed Site 9 consists of 171 acres within the 435-acre Virginia Gateway Development, Gainesville, Virginia. (Docket No. 48-99, 64 F.R. 57626, 10/26/99 removed from FTZB dockets in December 2003. Not published).

FAST FACTS

FOREIGN TRADE ZONES



OVERVIEW

Foreign Trade Zones (FTZ) in the United States are designated by the U.S. federal government. Their purpose is to facilitate trade by postponing payment of applicable import tariffs and duties until the product formally enters the U.S. market. If the imported good is re-exported to another country, an FTZ may eliminate applicable import tariffs and duties altogether.

FOREIGN TRADE ZONES

For the purposes of tariff laws and customs entry procedures, FTZs are treated as being outside the customs territory of the United States. An imported product that arrives at a FTZ has not yet formally entered the United States and thus is not subject to U.S. duties or tariffs.

Example: A computer manufacturer may import plastic casings to a FTZ, where the casings can “wait” until the manufacturer is ready to use them. Once the product leaves the FTZ and enters commerce in the U.S., the duty is applied. Alternatively, if the final computer product were to be exported, it may be that no duty would be applicable.

When imported merchandise enters directly into a FTZ and is then removed for immediate export, U.S. customs duties may be avoided. This creates another use for the FTZ- a business may import finished goods with the sole purpose of re-shipping or exporting the same goods.

Example: A company in Richmond that has an overseas supplier could import the product, deliver the product to the FTZ in Richmond, and export the same product a month later without tariffs or duty costs. This occurs because the goods imported into a FTZ have not technically “entered” the country, and thus are not subject to national tariffs. The FTZ in this case may have also helped the Richmond company alleviate overseas production schedules in relation to their export sales schedule. They can receive the goods whenever the overseas supplier ships them, and the goods can be secured in the FTZ and can even undergo quality assurance testing by the Richmond company. The goods can then be exported to the overseas customer based on that customer's needs, sales schedule, or financial criteria, with the end result that the Richmond company avoids duty costs.

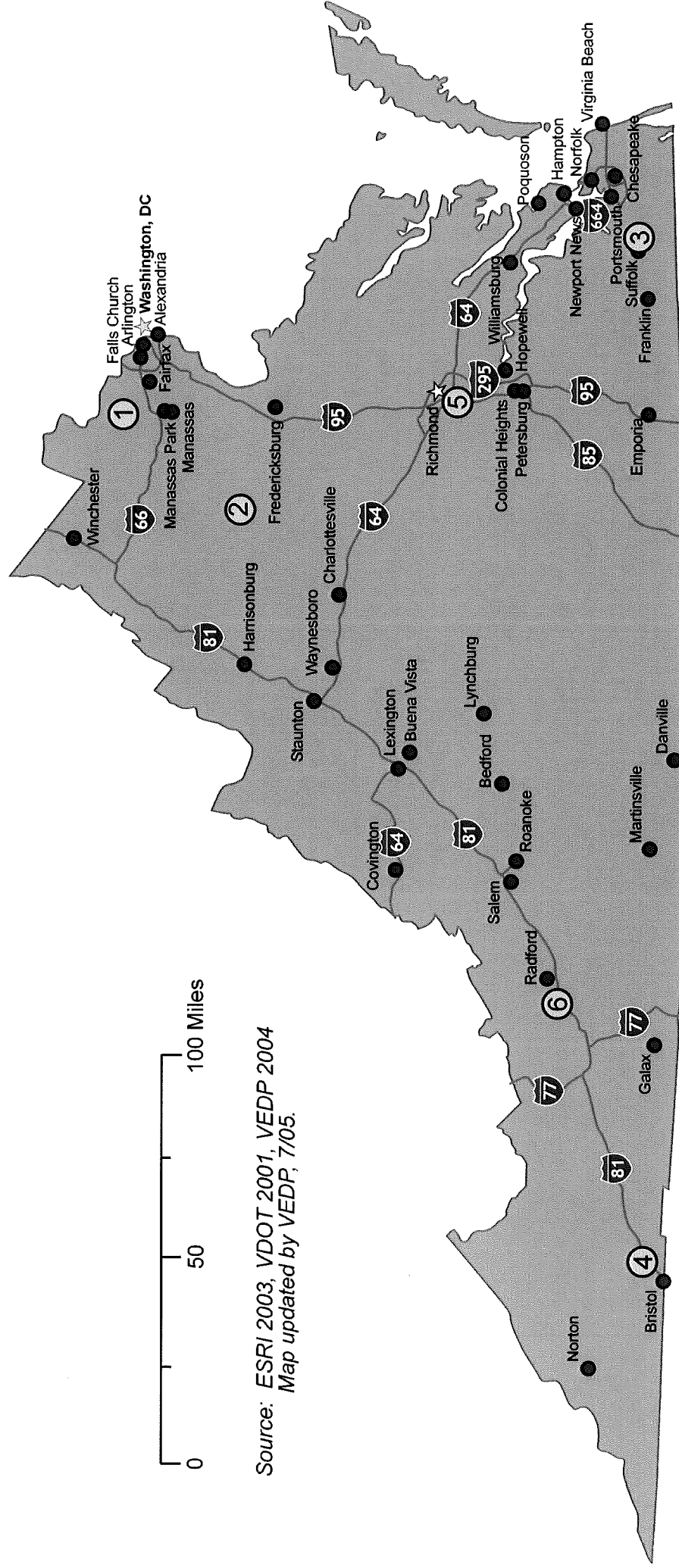
Subzones of FTZ's are located outside the actual FTZ, typically in manufacturing plants, and are approved for use by one company for a specific activity. A subzone can be approved if the company is unable to relocate existing facilities to an established FTZ. To submit an application or see if your company qualifies for a subzone, please see the following document:

<http://ia.ita.doc.gov/Ftzpage/forms/sz-form.pdf>

Example: A tractor manufacturer has a subzone designated in part of its factory. Duty will not be applicable until the parts are actually used to assemble the tractor. If the tractor is exported, the duty on the imported part may qualify to be exempt from any applicable tariff. For merchandise that is manufactured in a FTZ, the importer may elect to pay customs duty at the lower rate of either the finished product or its foreign components. In this way, use of a FTZ can result in the reduction of customs duty owed by companies that manufacture products in a FTZ.

(National Association of Foreign Trade Zones)

Virginia's Foreign Trade Zones



Source: ESRI 2003, VDOT 2001, VEDP 2004
Map updated by VEDP, 7/05.

- ① Dulles FTZ #137 ③ Suffolk FTZ #20 ⑤ Richmond FTZ #207
- ② Culpeper FTZ #185 ④ Tri-Cities TNVA FTZ #204 ⑥ New River Valley Airport FTZ #238